

## Message Text

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PAGE 01 STATE 008343  
ORIGIN COME-00

INFO OCT-01 ARA-10 EUR-12 EA-10 ISO-00 EB-08 AGRE-00  
CEA-01 CIAE-00 DODE-00 FRB-03 H-01 INR-07 INT-05  
L-03 LAB-04 NSAE-00 NSC-05 PA-01 CTME-00 AID-05  
SS-15 STR-06 ITC-01 TRSE-00 USIA-06 PRS-01 SP-02  
SOE-02 OMB-01 DOE-11 /121 R

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FM SECSTATE WASHDC  
TO AMEMBASSY SEOUL  
AMEMBASSY TAIPEI  
AMEMBASSY BANGKOK  
AMEMBASSY MANILA  
AMCONSUL HONG KONG  
AMEMBASSY JAKARTA  
AMEMBASSY KUALA LUMPUR  
INFO AMEMBASSY BRASILIA  
AMEMBASSY MADRID  
AMEMBASSY ROME  
AMEMBASSY TOKYO

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E.O. 11652: N/A

TAGS: ETRD

SUBJECT: SPECIFIC ACTIVITIES TO CIRCUMVENT FOOTWEAR ORDERLY  
MARKETING AGREEMENTS (OMA)

1. TRADE SOURCES REPORT THAT FIRMS AND TRADING COMPANIES  
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ENGAGED IN THE PRODUCTION OF FOOTWEAR IN TAIWAN AND KOREA  
FOR EXPORT TO THE UNITED STATES ARE IN THE PROCESS OF  
SHIFTING SOME OF THEIR MANUFACTURING OPERATIONS TO OTHER  
FAR EASTERN COUNTRIES TO ESCAPE THE RESTRAINTS IMPOSED BY  
THE ORDERLY MARKETING AGREEMENTS AND THAT INCREASED  
SHIPMENTS OF SEVERAL MILLION PAIRS OF FOOTWEAR FROM SUCH  
COUNTRIES TO THE UNITED STATES ARE IN PROSPECT. FOLLOWING

ARE SPECIFIC CASES THAT HAVE BEEN BROUGHT TO OUR ATTENTION:

A. CATHAY OF TAICHUNG, TAIWAN, REPORTEDLY HAS WORKED OUT A DEAL WITH MITSUBISHI, E. AND S. NOVELTY AND INTERPACIFIC (TRADING COMPANIES/U.S. IMPORTERS) WHEREBY IT WILL SHIP COMPONENTS FROM TAIWAN FOR ASSEMBLY AND FINISHING IN FACILITIES NEAR SHOE PLANTS CONTROLLED BY THE BATA GROUP IN THAILAND. THREE-FOURTHS OF THE ASSEMBLY WILL BE DONE IN TAIWAN. CATHAY IS SENDING PERSONNEL TO THAILAND TO SET UP OPERATIONS AND TRAIN LOCAL WORKERS. FOOTWEAR TO BE ASSEMBLED ARE CASUAL TYPES, INCLUDING SANDALS, SURFER THONGS, AND FOOTWEAR KNOWN IN THE TRADE AS "POPSICLES."

B. A FIRM OR AGENT NAMED PAOCHIN IS SENDING COMPONENTS FOR 100,000 PAIRS OF "POPSICLES" FROM TAIWAN TO HONG KONG FOR FINISHING.

C. A FIRM NAMED SHIN FANG IS SENDING EVA SOLING MATERIAL AND NAN YA PLASTICS IS SHIPPING OTHER MATERIALS TO HONG KONG FOR THE MANUFACTURE OF "BEACHCOMBER BILLS" AND "POPSICLES."

D. IN THE PHILIPPINES, TWO FACTORIES (PARAMOUNT AND LOTUS) PLAN TO ASSEMBLE LOW-END MERCHANDISE FROM COMPONENTS MADE IN TAIWAN.

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E. SOME UNNAMED KOREAN MANUFACTURERS HAVE PLANS TO PRODUCE FITTED OR PARTIALLY FITTED UPPERS FOR FINISHING INTO SHOES IN OTHER COUNTRIES, E.G., WORK BOOTS.

2. WE ARE CONCERNED THAT SHIPMENTS FROM THIRD COUNTRIES NOT INCREASE IN SUCH A WAY AS TO UNDERMINE THE ORDERLY MARKETING AGREEMENTS AND CREATE CONDITIONS LEADING TO PRESSURE FOR RESTRICTIVE ACTIONS BY THE UNITED STATES. WE ARE INTERESTED IN RECEIVING ANY INFORMATION POSTS CAN DEVELOP REGARDING (A) THE ACCURACY OF THE REPORTS OF THE ACTIVITIES OF THE MANUFACTURING AND TRADING COMPANIES NOTED IN THE PRECEDING PARAGRAPH AND (B) ANY OTHER SIMILAR ACTIVITIES WHICH HAVE COME TO THE ATTENTION OF POSTS. A PROMPT RESPONSE WOULD BE APPRECIATED.

3. FOR SEOUL. WE ARE ALSO CONCERNED ABOUT REPORTS THAT KOREAN MANUFACTURERS ARE IN THE PROCESS OF REDESIGNING CERTAIN FOOTWEAR CLASSIFIED FOR CUSTOMS PURPOSES UNDER TSUS ITEMS SUBJECT TO THE OMA IN SUCH A WAY AS PERMIT SUCH ARTICLES TO QUALIFY FOR ENTRY AS RUBBER FOOTWEAR CLASSIFIED UNDER TSUS ITEM 700.60 WHICH IS NOT SUBJECT

TO EXPORT RESTRAINT. PLEASE INFORM APPROPRIATE ROK OFFICIALS THAT WE BELIEVE SUCH A PRACTICE, WHICH APPEARS INTENDED TO CIRCUMVENT THE RESTRAINT ON TYPES SUBJECT TO THE OMA, WOULD BE INCONSISTENT WITH THE SPIRIT OF THE OMA AND WOULD CONTRADICT GROK ASSURANCES (EXPRESSED IN THE SIDE LETTER TO THE USG CHIEF NEGOTIATOR) THAT THE ROK DID NOT INTEND "TO INCREASE SHIPMENTS OF FOOTWEAR UPPERS, OTHER FOOTWEAR PARTS OR RUBBER FOOTWEAR IN A WAY THAT WOULD UNDERMINE THE EFFECTIVENESS OF THE AGREEMENT."

4. FOR TAIPEI. IN ADDITION TO OUR CONCERN ABOUT REPORTS THAT A POTENTIALLY MASSIVE CIRCUMVENTION OF THE OMA MAY OCCUR AS A RESULT OF THE PLANS OF SOME ROC FIRMS LIMITED OFFICIAL USE

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TO SEND FOOTWEAR COMPONENTS TO OTHER FAR EASTERN COUNTRIES FOR ASSEMBLY INTO FINISHED ARTICLES FOR SHIPMENT FROM SUCH COUNTRIES TO THE UNITED STATES, WE HAVE HEARD THAT CERTAIN TYPES OF LOW PRICED CHILDREN'S AND OTHER FOOTWEAR WILL NO LONGER BE AVAILABLE IN THE FUTURE BECAUSE ROC FIRMS PLAN TO SHIFT TO THE PRODUCTION OF HIGHER VALUE SHOES. PLEASE INFORM APPROPRIATE ROC OFFICIALS THAT WE WOULD CONSIDER THE DEVELOPMENT OF INTERCORPORATE JOINT PRODUCTION ARRANGEMENTS WITH FIRMS IN OTHER FAR EASTERN COUNTRIES, WHICH APPEAR INTENDED TO ESCAPE THE RESTRAINTS IMPOSED BY THE GROK, TO BE INCONSISTENT WITH THE SPIRIT OF THE OMA. MOREOVER, WE BELIEVE THAT ANY SUBSTANTIAL SHIFT TO THE PRODUCTION OF HIGHER VALUE SHOES FOR SHIPMENT TO THE UNITED STATES WOULD BE CONTRARY TO THE UNDERSTANDING EXPRESSED IN THE SECOND PARAGRAPH OF THE AGREED MINUTES ANNEXED TO THE OMA "THAT THERE WILL NOT BE MAJOR SHIFTS AWAY FROM THE NORMAL PATTERN OF EXPORTS TO THE UNITED STATES IN NON-RUBBER FOOTWEAR BY TYPE, MATERIAL, OR PRICE RANGE."

5. FOR HONG KONG. HONG KONG SHIPMENTS OF FOOTWEAR TO THE UNITED STATES INCREASED 40 PERCENT IN 1977 AND WE ARE CONCERNED OVER REPORTS THAT HONG KONG FIRMS HAVE PLANS TO INCREASE THEIR SHIPMENTS EVEN FURTHER IN 1978. WE ARE ALSO CONCERNED THAT TAIWAN AND KOREAN SHOE FIRMS MAY BE IN THE PROCESS OF ENTERING INTO JOINT PRODUCTION ARRANGEMENTS WITH FIRMS PRODUCING FOOTWEAR IN HONG KONG. PLEASE REITERATE TO HONG KONG OFFICIALS THAT THE REPORTED ARRANGEMENTS, WHICH ARE APPARENTLY INTENDED TO ESCAPE EXPORT RESTRAINTS IMPOSED BY THE GROK AND GROK, COULD CREATE A FURTHER INCREASE HONG KONG SHIPMENTS TO THE U.S. HONG KONG OFFICIALS HAVE EXPRESSED THEIR LIMITED OFFICIAL USE

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UNDERSTANDING OF OUR CONCERN REGARDING EARLIER REPORTS OF PLANS TO SHIFT FOOTWEAR PRODUCTION FROM TAIWAN OR KOREA TO HONG KONG FOR EXPORT TO THE UNITED STATES AND EXPRESSED THEIR INTENTION TO MONITOR POSSIBLE CIRCUMVENTION OF THE OMAS. (SEE HONG KONG 13014).

6. FYI. ADDRESSEE POSTS WILL RECALL THAT IN JULY 1977 THE USG INSTITUTED A THREE YEAR 56 MILLION DOLLAR PROGRAM TO REVITALIZE SEGMENTS OF THE AMERICAN SHOE INDUSTRY. SINCE JULY 20, 1977, FORTY-FIVE FIRMS HAVE BEEN CERTIFIED ELIGIBLE FOR ASSISTANCE, EIGHTEEN FIRMS ARE NOW RECEIVING TECHNICAL ASSISTANCE AND TWELVE FIRMS HAVE RECEIVED LOANS TOTALING 6.3MILLION DOLLARS. END FYI. CHRISTOPHER

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ORIGIN ARA-04

INFO OCT-01 ISO-00 /005 R

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DRAFTED BY:ARA/ECA:DVANTREECK:RC  
APPROVED BY:ARA/ECA:RWZIMMERMANN

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R 200630Z JAN 78

FM SECSTATE WASHDC  
TO AMEMBASSY MONTEVIDEO

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FOLLOWING REPEAT STATE 008343 SENT ACTION SEOUL TAIPEI BANGKOK  
MANILA HONG KONG JAKARTA KUALA LUMPUR BRASILIA MADRID ROME  
TOKYO JAN 12.

QUOTE LIMITED OFFICIAL USE STATE 008343

E.O. 11652: N/A

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CAN DEVELOP REGARDING (A) THE ACCURACY OF THE REPORTS OF THE ACTIVITIES OF THE MANUFACTURING AND TRADING COMPANIES NOTED IN THE PRECEDING PARAGRAPH AND (B) ANY OTHER SIMILAR ACTIVITIES WHICH HAVE COME TO THE ATTENTION OF POSTS. A PROMPT RESPONSE WOULD BE APPRECIATED.

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TO SEND FOOTWEAR COMPONENTS TO OTHER FAR EASTERN COUNTRIES FOR ASSEMBLY INTO FINISHED ARTICLES FOR SHIPMENT FROM SUCH COUNTRIES TO THE UNITED STATES, WE HAVE HEARD THAT CERTAIN TYPES OF LOW PRICED CHILDREN'S AND OTHER FOOTWEAR WILL NO LONGER BE AVAILABLE IN THE FUTURE BECAUSE ROC FIRMS PLAN TO SHIFT TO THE PRODUCTION OF HIGHER VALUE SHOES. PLEASE INFORM APPROPRIATE ROC OFFICIALS THAT WE WOULD CONSIDER THE DEVELOPMENT OF LIMITED OFFICIAL USE

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INTERCORPORATE JOINT PRODUCTION ARRANGEMENTS WITH FIRMS IN OTHER FAR EASTERN COUNTRIES, WHICH APPEAR INTENDED TO ESCAPE THE RESTRAINTS IMPOSED BY THE GROC, TO BE INCONSISTENT WITH THE SPIRIT OF THE OMA. MOREOVER, WE BELIEVE THAT ANY SUBSTANTIAL SHIFT TO THE PRODUCTION OF HIGHER VALUE SHOES FOR SHIPMENT TO THE UNITED STATES WOULD BE CONTRARY TO THE UNDERSTANDING EXPRESSED IN THE

SECOND PARAGRAPH OF THE AGREED MINUTES ANNEXED TO THE OMA "THAT THERE WILL NOT BE MAJOR SHIFTS AWAY FROM THE NORMAL PATTERN OF EXPORTS TO THE UNITED STATES IN NON-RUBBER FOOTWEAR BY TYPE, MATERIAL, OR PRICE RANGE."

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## Message Attributes

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**Channel Indicators:** n/a  
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**Concepts:** FOOTWEAR, AGREEMENTS  
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**TAGS:** ETRD  
**To:** SEOUL TAIPEI MULTIPLE  
**Type:** TE  
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**Review Markings:**  
Sheryl P. Walter  
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